

ROADS SOUTH ASK
\$120,770,028 MOREIncrease of 31 Per Cent. in
Freight Rates Needed to
Guarantee Dividends.

MARKHAM PLEADS CASE

President of Illinois Central
Urges Special Tariffs for
Mineral Products.

Special to THE SUN and NEW YORK HERALD.
WASHINGTON, May 5.—Appearing to-
day before the Interstate Commerce
commission on behalf of the railroads in
Southern classification territory, C. H.
Markham, president of the Illinois Central,
presented statistics to show that these
roads, south of the Potomac and Ohio and
east of the Mississippi River, need \$120,770,028 in additional annual
revenue to place them upon the 6 per
cent. income basis provided in the
transportation act.

The sum needed, Mr. Markham said,
was 24.7 per cent. on total revenues,
or 34.5 per cent. if applied only to
freight traffic. The Southern roads pro-
posed that all the needed new revenue
be obtained on freight rates, leaving
passenger fares undisturbed as in the
case of the roads in other territory.

In order to avoid disturbance in the
distribution of traffic the Southern car-
riers recommended giving special treat-
ment to certain commodities rates on coal
and coke, cement, stone and other low
grade mineral products. Increases pro-
posed on coal and coke vary from 20 to
30 cents a ton, on cement from 50 cents
to \$1.40 a ton, on building lime from
25 cents to \$1.20 a ton, and sand, gravel,
lime, etc., from 25 to 50 cents a ton.
It is proposed to advance all other rates
25 per cent.

In an analysis of the earning power
of the Southern roads Mr. Markham
argued that owing to the tremendous
increase in the cost of operation, which
increase has not been accompanied by
a corresponding increase in rates of
transportation, these carriers will suffer
exceedingly heavy losses unless their
rates are advanced substantially. He
said: "For the twelve months ending
October 31, 1919, statistics compiled for
21,898 miles, out of a total of 42,000
miles in the South show the following
results: Total operating revenues,
\$177,625,492; total operating expenses,
\$184,212,747; leaving net operating
revenue, \$7,412,745. After deducting
railway tax accruals, uncollectible re-
venue and adjusting equipment and joint
facility rents the net railway operating
income was \$51,204,428.

The property investment for these
railways in the Southern group is
\$1,243,946,948. The sum of \$127,029,457
is required to pay 6 per cent. on this
property investment as contrasted with
the net railway operating income of \$51,
204,428 for the year ended October 31,
1919, after making final adjustments to
reflect present conditions. This deficit
amounts to \$120,770,028. It is apparent,
therefore, that if the need increase in
revenue is to be derived from increases
in freight rates and charges then the
same (both interstate and intrastate)
must be advanced 30.9 per cent. to pro-
duce the sum of \$120,770,028."

How Heads Pan American Union.

WASHINGTON, May 5.—Dr. L. S. Rowe,
chief of the Latin-American division of
the State Department, was elected di-
rector-general of the Pan American

Union to-day to succeed John Barrett,
who will retire September 1.

\$3 WHEAT LIKELY IN CANADA.

Crop of Last Season Valued at
\$400,000,000 With Bonus.

Special to THE SUN and NEW YORK HERALD.
WINNIPEG, Man., May 5.—The North-
western Grain Dealers Association an-
nounced tonight that the value of Cana-
da's wheat crop of last season would
be \$400,000,000, now that the Canadian
Wheat Board states that farmers will
receive 40 cents a bushel for their wheat
in addition to the original \$2.15 a bushel
guaranteed. The estimate of the wheat
crop by the grain dealers is 155,000,000
bushels.

It is believed that this year's guar-
antee will be \$2, and continuance of the
Wheat Board is looked for.

ARGENTINE WHEAT EXPORTS.

Threaten to Exhaust Surplus, but
No Embargo Now.

Buenos Aires, May 5.—The Argen-
tine Government does not contemplate
limiting or prohibiting the exportation
of wheat at the present time, Alfredo
Demarelli, Minister of Agriculture, de-
clared to-day when his attention was
called to the heavy export movement
which threatens to exhaust the export-
able surplus before the new crop is ready.

The price of wheat has risen to 27
pesos a ton, a new record figure. The
Government is negotiating with the
millers to find a means of reducing the
cost of bread.

JURY CONVICTS RUSCIANO.

Brook Slayer of Rizzo Found
Guilty of Manslaughter.

Michael Rusciano was found guilty of
murder in the second degree last night
by a jury in the Bronx County Court.



Domino Syrup
A cane sugar product with a delightful flavor.
American Sugar Refining Company
"Sweeten it with Domino."

Cordon & Dilworth
— REAL —
ORANGE MARMALADE

SENSATIONAL disclosures are being made
by E. P. L. Prentiss in a series of articles
in the Peekskill papers regarding the wool
and sugar situation, and Mr. Prentiss says
he believes he has solved the problem of
bringing down the high cost of living. Send
for copies. AMERICAN SUGAR CO.,
Peekskill, N. Y.

where he was tried on an indictment
charging him with killing Dominick
Rizzo of White Plains road and 237th
street, The Bronx. The jury reached a
verdict at 11:30 o'clock, three and one-
half hours after leaving the courtroom.
The verdict carries a penalty of life im-
prisonment.

P.P.C.

Printing Facts

Three- or four-color process
plates are made by photograph-
ing colored copy. The copy must
be in colors if this process is used.
But Ben Day plates can be made
from black and white copy, and
can be produced in any number
of colors. Process work should
always be printed on coated
paper. Ben Day plates can be
printed on uncoated paper.

300 CANADIANS DINE HERE.

Sir Edmund Walker Speaks at An-
nual Celebration.

Sir Edmund Walker, president of the
Canadian Bank of Commerce, was the
principal speaker at the annual dinner
of the Canadian Society of New York at
the Hotel Biltmore last night. The other
speakers were Job E. Hedges, H. J.
Cody, formerly Minister of Education
of the Province of Ontario, and Dr.
Tosokichi Iwanaga, director of the East
and West News Bureau. About 300
members of the society attended the dinner.

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They are priced at figures which
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NEW YORK
Exclusive Representatives in Many of the Principal Cities

JOHN WANAMAKER

Broadway at
Ninth Street,
New YorkStore Hours
9 to 6

"They're Handing Out Money at Wanamaker's

--Yes, real money-- they
gave me back 20 per cent.
on everything I bought--
what do you think of that!"

Store Open Until 6 o'Clock

In an effort to accommodate the great crowds of
people attending this sale and to give equal opportunity
to workers who cannot get here before 5—we temporarily
make the store hours beginning today 9 to 6, without
adding to the work-day of our people.

From 9 to 11

we are least busy and those who can come then will confer
a great favor not only to themselves (in more comfortable
shopping) but to many others whose home duties prevent
their coming in the morning.

He was plainly excited as he left
the Store. He hadn't read the
papers. He didn't know what we
are doing. When the money was
handed back to him as we took 20
per cent. off his purchase he was
almost struck dumb. Then he
wanted to talk—and he did talk.

"They're handing out real
money, I tell you; go see for your-
self," he kept telling everybody.

Yes, it is real money

that goes back to every one when
20 per cent. is deducted from the
price at time of purchase—and the
people are seeing for themselves
that this is the most wonderful
thing that has happened to them
since prices went skyrocketing.

"20 per cent. off
the whole stock"

—off everything that Wanamaker
sells—that's the amazing thing to
me," said a woman. "All stores
are offering a few things at lower
prices, but here everything is
offered—think of it—Everything!"

Yes, everything we sell at retail
—the complete 20 million dollars
stock in the two stores, with the
exception of a few patented and
trade-mark things on which the
makers have fixed the price.

"Like Christmas"

—people are saying, and their
happy faces show that they refer
not only to the crowds but to the
money they are receiving in the
20 per cent. off.

And the people are just as pa-
tient now in their shopping as at
Christmas time, realizing that it is
impossible suddenly to get enough
salespeople to handle a movement
so large as this without congestion.

—"and they say there are eight
solid blocks of autos lined up out-
side!" was the startled exclamation
caught amid the crowd.

Brides are buying

—and brides to be—three, four and
five dresses at a time—entire trousseaux
and equipment for their new homes.

"I've bought everything for my
Summer home at Bar Harbor,"
said a woman—"everything down
to clothes-pins."

"Please, please, let me buy this
set of furniture now and hold it for
me until I find a home," said a
woman who had just come to New
York to live.

Sorry, madam, but we cannot
hold anything. The people won't
let us. Others are ready to buy this
very furniture and take it into
their homes at once. If we begin
holding things when they're selling
at such prices as these our ware-
houses wouldn't be big enough to
store them all.

Everybody is happy

"I've saved a clean thousand
dollars on this dining room suite—
I saw the identical set in an up-
town store marked \$2,800. Yours
is marked \$2,250—with one-fifth
off it is \$1,800—one thousand
dollars saved!"

"Do you remember those shoes I
used to wear?" he said. "My price
limit has been \$10; but after the
price went over \$10 I had to take
something I really didn't want.
But now, with 20 per cent. dis-
count, I can go back to the old
shoes again. That's one way it
helps me."

"I even got my cigar in the res-
taurant at twenty off," said a man
who seemed more pleased with
this than with the 20 per cent. he
was saving on his daughter's suit.

"Gee!" said a green chauffeur
who is new to New York; "is it
always like this at Wanamaker's?"
"Sure," said the Automobile
Starter, with a twinkle in his eye.
"Well, this must be some Store."

But some are Critical

A saleswoman was laughing as
she hurried to get a package
wrapped. "What do you think
this lady asked me, whether it was
true that John Wanamaker had
failed and was selling out all his
goods." I said to her, "It looks as
though he is going to sell out all
his goods, but it certainly does not
look much like failure around
here," indicating the huge crowds.

"Fake sale," said a man, "there
isn't a price changed. I was here
Saturday and the prices are just
what they were then."

Exactly so. He couldn't have
given the Sale a better endorse-
ment. Of course, we haven't
changed a price; the 20 per cent.
is taken off each price at time of
purchase.

"You must have been making a
big profit to be able to do this,"
wrote in a woolen manufacturer.

We wrote over the face of
the letter and sent back to him
these words: "Our profit for the
past four years averaged less than
5 per cent. on the sales—less than
5 cents on the dollar—can you say
the same about your business?"

"Guess John Wanamaker needs
the money," insinuated one visit-
ing merchant who couldn't under-
stand it all.

"Well, I have just come back
from my trip abroad," said one of
our Merchandise Buyers who hap-
pened to be talking with him, "I
bought larger stocks than I ever
bought before and I paid cash for
everything."

Yes, and we offer to buy for cash
a million dollars of goods each
week if manufacturers will meet
us half way in this effort to force
down prices.

Manufacturers are
ringing us up

and telegraphing and seeing us in
person, offering us goods, and it
looks like something is happening
in the market. This telegram is
an indication:

"We commend the broad busi-
ness spirit that prompts your ef-
fort to bring down the High Cost
of Living. We are ready to co-
operate with you. Any of your
dress or waist buyers may select
from our stock any number of
dresses or waists less a twenty-five
per cent. discount in addition to
our regular cash discount.

What! New Goods, too!

Yes, we are opening new goods
as fast as they reach our receiving
rooms—marking them immedi-
ately with our usual moderate regu-
lar profits, and offering them along
with everything else at 20 per cent.
off the marked price.

A woman had two waists on her
arm. "My dear, these waists have
just come in; I saw them placed on
the counter. I had no idea I could
do so well. I've bought twice as
much as I expected, and still have
some money left."

Two customers were arranging
as to where they should meet later.
"I'll save enough on my suit to
buy a new hat," said one, "and I
want to go to the suits first."
"No, I want to go to the mil-
linery first."

"How long will
the Sale last?"

is the question being asked all day
long. Frankly we do not know.
The idea is to break prices in the
wholesale market and reduce the
cost of living. Whether this can
be done—or how long it will re-
quire to effect it we do not know.

"Well I hope the sale goes on
and on," one person expressed the
views of many, "I have so many
things I must get and there never
will be such a chance again."

"I feel conscientious about this
movement," a mother remarked.
"I feel that every person who is
really interested in preventing
higher prices should go out of their
way to help the idea along. In my
case, I have come many miles for
something I could have bought
elsewhere; and although my pur-
chase is small, I am willing to go
out of my way to patronize a
store that sets an example like
this. If all women would do like-
wise, the movement would be far-
reaching in its result."

They were discussing the dis-
count plan. "This is a big idea,"
one woman said, "because it is
based upon service. No harm can
come to any one from doing an
unselfish act; and the thing I have
always liked about the Wana-
maker Store is its desire to do
things that are bigger than coun-
ters and merchandise."

Franklin Simon & Co.

Fifth Avenue, 37th and 38th Streets

TO-DAY

An Opportunity to Save \$21.50 to \$77.00
on a Gown for Wear Now and Later

Women's High Class Silk Gowns
48.00

\$69.50 to \$125.00 Are Our Usual Prices for Gowns.
That Compare With These in Style, Quality and Newness

NEW models, new fabrics, new gowns just received
from the hands of our dressmakers. This
is an important event from a fashion standpoint—
doubly important from a value standpoint.

NAVY BLUE, BLACK, AND
ALL FASHIONABLE COLORS

The Silks From Which These Gowns are Fashioned are
Selling To-day at Retail From \$3.50 to \$7.50 Per Yard

SATIN GEORGETTE CREPE
CREPE METEOR CREPE DE CHINE
TAFFETA COMBINED WITH GEORGETTE
FLOWERED GEORGETTE CREPE

NO CREDITS

WOMEN'S GOWN SHOP—Third Floor

NO EXCHANGES

The Big Fact is this:--the Wanamaker 20 Million Dollar
Retail Stocks of Merchandise are offered for a limited
time at one-fifth off—in an effort to break the backbone
of high prices.